

Q2-2018 Healthcare Staffing Update



Market Update

In the second quarter of 2018, the healthcare staffing industry witnessed continued interest from the strategic community to make acquisitions in order to expand service lines, deepen geographic ties, and improve the overall effectiveness and efficiency of their diverse service offerings to clients.

AMN Healthcare Services Inc. (NYSE:AMN) made three strategic acquisitions to bolster its back-office technology, workforce solutions platform, and permanent placement division. MedPartners, a Tampa, Florida technology enabled healthcare staffing provider, was acquired for \$195 million, which represents a 1.6x multiple of revenue and 9.8x multiple of EBITDA. Additionally, the leadership staffing and permanent placement solutions businesses Phillips DiPisa & Associates and Leaders For Today, were acquired in a combined deal for \$30 million. The deal represents a 1.3x revenue and 6.5x EBITDA multiple on 2017 figures.

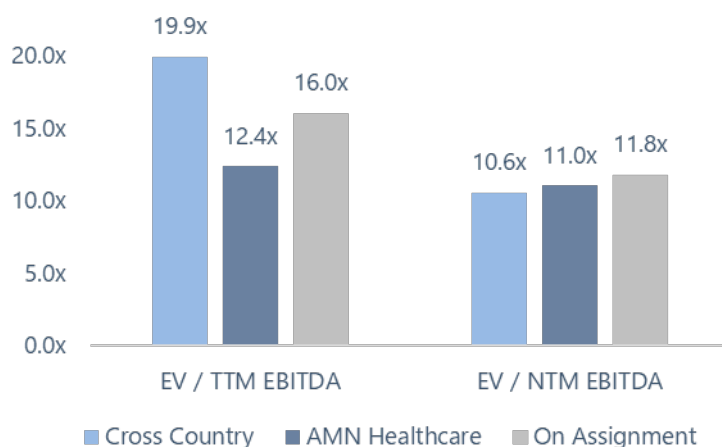
In addition to AMN Healthcare's acquisitions, Aya Healthcare increased its exposure to the high-growth, high-demand locums segment with the acquisition of San Diego-based Locums Unlimited.

Given the diverse transaction activity that closed this quarter across allied, travel, per diem, locums, permanent placement, and technology segments, healthcare staffing deal activity is moving into the second half of 2018 with continued momentum and interest from the private equity and strategic communities.

Select Transactions

Month	Acquirer	Target	Service Lines	2017 Revenue	States
June	Dedicated Nursing Associates	Priority Medical Staffing	Per Diem Nursing, Travel Nursing, Home Care and Hospice Staffing, Allied Health Staffing	\$6 Million	N/A
May	CareerStaff Unlimited	Remedy Rehab	Physical Therapy, Occupational Therapy, and Speech Pathology Staffing	N/A	N/A
May	Aya Healthcare	Locums Unlimited	Locum Tenens	N/A	46+ states
April	AMN Healthcare	MedPartners	Workforce Solutions	\$125 Million	12+ states
April	AMN Healthcare	Phillips, DiPisa & Associates and Leaders For Today	Interim and Permanent Leadership Staffing	\$23 Million	50 states

Publicly Traded Comparable Valuations



Provident Industry Coverage Team

Steve Aguiar
Managing Director
saguiar@providenthp.com
 (310) 359-6620

Joseph Wisniewski
Analyst
jwisniewski@providenthp.com
 (310) 919-4014